

BEFORE THE
POSTAL REGULATORY COMMISSION
WASHINGTON, D.C. 20268-0001

COMPETITIVE PRODUCT PRICES
GLOBAL PLUS 4 CONTRACTS
NEGOTIATED SERVICE AGREEMENTS

Docket No. MC2018-150

COMPETITIVE PRODUCT PRICES
GLOBAL PLUS 4 CONTRACTS (MC2018-150)
NEGOTIATED SERVICE AGREEMENT

Docket No. CP2018-216

**RESPONSE OF THE UNITED STATES POSTAL SERVICE TO
CHAIRMAN'S INFORMATION REQUEST NO. 3**

(June 18, 2018)

The United States Postal Service (Postal Service) hereby provides its response to Chairman's Information Request No. 3, which the Postal Regulatory Commission (Commission) filed in these dockets on June 13, 2018. A response was due no later than June 18, 2018. The first two questions in the request are reprinted verbatim in the attachment, followed by the Postal Service's response. The Commission filed the third question under seal. The Postal Service plans to file its response to the third question by tomorrow, June 19, 2019.

Respectfully submitted,

UNITED STATES POSTAL SERVICE

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1. As currently described in the MCS §§ 2510.3.5 and 2510.6.5, the phrase "Commercial ePacket Service" refers to a delivery-tracking add-on service for FCPIIS (in the context of GEPS agreements) and IPA (in the context of Global Plus agreements). Please confirm that "Commercial ePacket Service" is the name for a delivery-tracking add-on service. If confirmed, please explain how "Commercial ePacket Service" can be both a delivery-tracking add-on service and, as described in the quote above, a "bulk international service for mailing FCPIIS items". If not confirmed, please answer question 2.

RESPONSE:

Not confirmed.

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2. Please provide a detailed description of "Commercial ePacket Service". Please include a thorough comparison of "Commercial ePacket Service" to both the FCPIS and IPA products, and detail any differences between the "Commercial ePacket Service" offered as part of GEPS contracts and the service of the same name offered as part of Global Plus contracts.

RESPONSE:

Commercial ePacket (CeP) service is designed for volume shipments of outbound international single-piece packet items with tracking events provided. This service is currently available to 36 countries. CeP is a workshare service and requires mailings to be made up and entered at designated locations in accordance with mailer preparation requirements provided by the Postal Service.

CeP is distinct. The Postal Service offers CeP service in some agreements that do not include either FCPIS or IPA, such as GEPS 5 and GEPS 8 agreements. Instead, in establishing CeP, the Postal Service intended to draw a comparison between CeP and IPA because they offer similar services. However, there are some important differences as outlined in the table below:

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Product	IPA	CeP	FCPIS
Tracking	No	Yes	Yes for 44 countries that offer tracking, but also offered without tracking for countries with no tracking.
Available at Retail?	No	No	Yes
Destinations	All countries	Subset - 36 countries	Subset - 44 countries for tracking; service without tracking to all other countries
Customer Workshare Requirements	Yes. Requires customers to prepare items into receptacles and drop ship to designated ISC locations.	Yes. Requires customers to prepare items into receptacles and drop ship to designated ISC locations.	Only for FCPIS Presort Drop Shipment, available for some NSAs. Requires customers to prepare items into receptacles and drop ship to designated ISC locations.
Mail Type	All shapes (Letter-size, Flat-size, Packets)	Intended for packet shapes	Intended for packet shapes

In addition, all three products are priced differently. IPA, CeP, and FCPIS Presort Drop Shipment are designed for volume shipments and have similar mail preparation requirements. FCPIS is considered a retail product and is available for mailings of individual items without special mail preparation requirements. IPA and FCPIS are

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available at published prices and at contract prices, while CeP service and FCPIS
Presort Drop Shipment are only available at contract prices.